

Message Text

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TO USLO PEKING
INFO AMCONSUL HONG KONG

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E.O. 11652: N/A

TAGS: ETRD, CH, US

SUBJECT: ESSENTIAL OILS DELEGATION UPDATE

REF: PEKING 1922

1. THE NCUSCT AND THE PRESIDENT (MANHEIMER) OF THE ESSENTIAL OILS ASSOCIATION (EOA) HAVE MADE A COORDINATED APPROACH TO PRCLO INDICATING THEIR WILLINGNESS TO HOST JOINTLY THE PRC ESSENTIAL OILS DELEGATION. YESTERDAY PRCLO INFORMED THE NCUSCT THAT THE DELEGATION WHICH MUST DECIDE WHETHER OR NOT TO ACCEPT THE JOINT NCUSCT/EOA OFFER HAS NOT COMMUNICATED ITS VIEWS TO PRCLO. THE NATIONAL COUNCIL WAS TOLD THAT IT NEED NOT FORMALLY EXTEND AN INVITATION TO THE ESSENTIAL OILS DELEGATION, WHICH WAS ALREADY AWARE OF NCUSCT'S WILLINGNESS TO HOST.

2. SEVERAL EOA MEMBER FIRMS HAVE SEPARATELY CABLED CHINATUSHU IN PEKING ADVISING THEM TO ACCEPT THE NCUSCT

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HOSTING OFFER. HOWEVER, VISIT HAS NOW BEEN DELAYED TO

POINT WHERE EOA MEMBER FIRMS ARE LOSING INTEREST. MANY HAVE REPRESENTATIVES WHO WILL BE IN CANTON FOR FALL TRADE FAIR, AND DO NOT SEE NEED FOR ESSENTIAL OILS DELEGATION TRIP AT THIS TIME.

3. NCUSCT IMPORT COORDINATOR SUZANNE REYNOLDS AND PRCLO COMMERCIAL OFFICER LI WEN-CHEN HAVE FOR SOME TIME BEEN CARRYING ON A DIALOGUE ABOUT THE NEED TO HAVE A DELEGATION HOST. LI HAS POINTED OUT THAT THE PROPOSED VISITORS ALL SPEAK ENGLISH AND CAN TAKE CARE OF THEMSELVES IN THE US. REYNOLDS HAS REPLIED THAT US BUSINESSMEN ARE ESCORTED WHILE IN CHINA, AND HAS ADDED THAT, AS LI WELL KNOWS FROM HIS TRAVELS WITH NCUSCT-HOSTED DELEGATIONS, THERE IS MUCH AN ESCORT OFFICER CAN DO TO COORDINATE AND SMOOTH OUT TRAVEL ARRANGEMENTS. WE HAVE MADE IT CLEAR TO REYNOLDS THAT FROM USG POINT OF VIEW, ONLY THINGS REQUIRED OF A HOST ARE WILLINGNESS TO COORDINATE DELEGATION'S ENTIRE US VISIT AND ABILITY TO PROVIDE ITINERARY OF THE DELEGATION'S TRAVELS.

4. RE REFTTEL, NOBODY HERE HAS EVER MENTIONED IDC MARKET-ING/WJS OFFER TO HOST DELEGATION. KISSINGER

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